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September 25, 2002

STEVEN A. AUGUSTINO

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VIA E-MAIL

Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, S.W., Room TWB-204
Washington, D.C. 20554

Re: Implementation of the Local Competition Provisions of the Telecommunications Act of 1996, CC Docket No. 96-98
Ex Parte Notice

Dear Ms. Dortch:

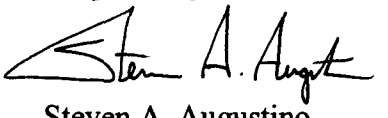
On Tuesday, September 24, 2002, Anthony Abate of SNiP LiNK, LLC (SNiP LiNK), Joseph Polito of SNiP LiNK and the undersigned from Kelley Drye & Warren, LLP, met with Tom Navin, Rob Tanner, Jeremy Miller, Julie Veach, Ian Dillner, Claudia Pabo, Ben Childers, Mike Engel, Elizabeth Yockus, Gina Spade and Daniel Shiman from the Wireline Competition Bureau to discuss the Commission's rules regarding the unbundling of enhanced extended links ("EELs"). In addition, the representatives from SNiP LiNK and the undersigned met separately with Michelle Carey, Chief of the Competition Policy Division to discuss the same topic.

SNiP LiNK is a facilities-based CLEC serving business and educational customers in New Jersey, Delaware and Southeastern Pennsylvania. SNIP LiNK urged the Commission to preserve and expand the availability of EELs to serve local customers. In particular, SNiP LiNK presented the attached materials, which demonstrate that it is impaired in its ability to provide telecommunications services without the availability of EELs. Each of the attached case studies represent actual customers SNiP LiNK has recently begun serving using EEL arrangements. SNiP LiNK stated that it could not serve any of these customers via a non-EEL arrangement, whether through use of its own facilities, a competitive carrier's facilities or special access obtained from the incumbent LEC.

In addition, SNiP LiNK urged the Commission to eliminate the use restrictions currently associated with EEL conversions. The restrictions are too difficult to apply and limit SNiP LiNK's ability to provide converged voice and data services to customers. SNiP LiNK also discussed the difficulties in obtaining collocation in a reasonable time period, the significant costs associated with collocation in an end office and the impediments to self-provisioning of fiber facilities via pole attachments. SNiP LiNK's positions were consistent with the written comments and reply comments of the Fiber/Switch-Based CLEC Coalition, of which SNiP LiNK is a member.

In accordance with Section 1.1206 of the Commission's rules, an original and one copy of this letter is being filed with your office. If you have any questions concerning this filing, please do not hesitate to contact me.

Respectfully submitted,



Steven A. Augustino
Counsel to SNiP LiNK, LLC

Attachment

cc: FCC staff members listed above

SNiP LiNK, LLC OVERVIEW

Presented By;

Anthony M Abate
President and CTO
&
Joseph A. Polito, Jr.
Director, Telecommunications Products

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COMPANY HIGHLIGHTS

- ***SNiP has received Certificate of Public Convenience in New Jersey, Pennsylvania, Delaware and Maryland as a CLEC.***
- ***SNiP uses only industry standard equipment to provide voice services with the Lucent 5ESS platform.***
- ***SNiP has Frame Relay service available throughout New Jersey, Delaware and South Eastern Pennsylvania.***
- ***SNiP is licensed to provide IXC services in (40) States with application in process for (10) States.***
- ***SNiP has install private dark fiber in New Jersey to provide for its continuing expansion.***
- ***SNiP supports over 1300 business customers for both voice and Internet products in the Tri-State Area. These products range from dial up Internet and switched voice up to high volume voice ISDN-PRI and 45MB ATM service.***
- ***2001 saw SNiP become an EBITA and cash flow positive private company in a downwardly trending industry.***

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COMPANY SUMMARY/HISTORY

SNiP is an ISP-CLEC committed to providing high quality data and telecommunication services.

SNiP was incorporated on July 25, 1995 as an Internet Service Provider (ISP). Since October 1995, SNiP has been providing a full range of Internet access solutions to New Jersey, Delaware and the Philadelphia metropolitan area.

SNiP offers a broad range of telecommunications products and services to meet the needs of our residential, business, and educational customers. SNiP's services solve needs ranging from individuals wanting dial-up Internet at their homes to businesses wanting a single integrated source for all their telecommunications needs.

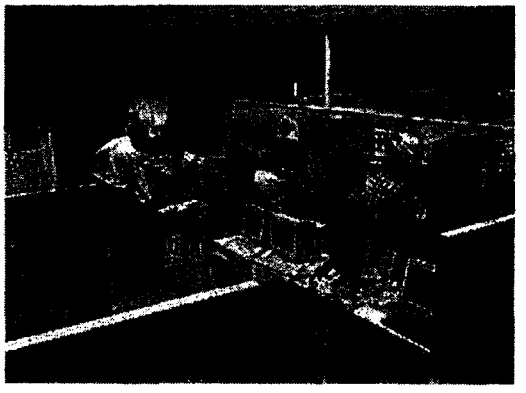
SNiP has experienced tremendous growth during its tenure and has been recognized by the Philadelphia Business Journal as both "The Second Largest Regional ISP in the Delaware Valley" and "The Second Fastest Growing Privately Held Company in Southern New Jersey".

Currently, SNiP maintains over 20,000 Residential and 1300 Business Voice and Internet customers and is adding approximately 500 more customers each month. Additionally, SNiP's churn rate is less than 2% versus a national average churn rate amongst ISPs of approximately 8%.

SNiP's region of operation extends throughout the states of New Jersey and Delaware and to the Metropolitan Philadelphia area. Our region of operation is continuously expanding and will soon include Maryland and the Washington DC area.

Operating Philosophy:
At SNiP we are keenly aware of the customer support nature of both the Internet and telecommunications business. It is clear that the reason SNiP has risen above the pack of more than 100 start-up ISPs in our region is largely due to our commitment to customer support. Our mission statement reflects this commitment:

Tech Support Call Center



SNiP is a data, telecommunications, and applications service provider committed to providing 'knock-your-socks-off' customer support to residential, business, and educational customers that we believe should not have to understand technology in order to make use of it.

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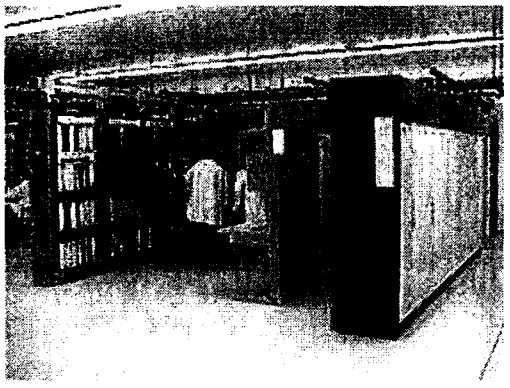
Products and Services:
The goal of all SNiP products is to deliver simple, Turnkey communication solutions that allow you to concentrate on what your business does best while we do what we do best: connect you to the world through our redundant, digital fiber-optics network for voice, data, and Internet communications.

Our Turnkey products include a broad range of Internet products: residential and business dial-up Internet service, dedicated business Internet access, and hosted applications, which include web sites, e-mail, and e-commerce. Additionally, as a CLEC, SNiP offers a complete line of voice and telephony products such as local, local toll, and long distance services, along with unique convergent services such as unified messaging and Voice-Over-IP.

Our collocation facility gives you the opportunity to locate your Internet or telephony applications at our facility, eliminating costly line charges and allowing you to take advantage of our telco quality data center.

Recent Developments:
The Telecommunications Act of 1996 gave private companies the ability to directly connect to the phone network of their Incumbent Local Exchange Carrier (ILEC). A company thus connected can then sell local phone service and thereby become a competing local phone company. With this Act a new class of phone company called 'Competitive Local Exchange Carrier' (CLEC) was born with the power to challenge the market of the ILECs with new telecommunication products and services using the cutting edge of technology.

Data Center and 5ESS Switch



In April of 1998 SNiP began formal efforts to become a CLEC. In November of 1998, SNiP leased 12,000 square feet of office space in Pennsauken, NJ, strategically located near the Sprint LD Point-of-Presence (POP), the Bell Atlantic Camden Tandem, and the Delaware River fiber crossings to Philadelphia. In January of 1999, all SNiP operations were relocated to this space. Nearly 5,000 square feet of this new facility is fitted out as a telecommunication central office (CO) quality data center including environmental control, static control, generator and battery backed power and FM-200 based fire suppression. About 50% of this space houses our Lucent 5ESS VCDX Phone Switch and our data center, and the remaining 50% is available for lease as high-grade collocation space for customers.

In December of 1998, SNiP leased 1,000 square feet of CO quality data center space at 401 N. Broad Street in Philadelphia, PA, commonly known as the "Carrier Hotel". This highly sought after space is critical to our CLEC initiative as an interconnection point to

Bell Atlantic and other LECs in the Philadelphia Regional Local Access Transport Area (LATA), which includes Philadelphia, its suburbs and Delaware. 401 N. Broad Street is the central meeting ground in Philadelphia for more than 20 carriers including Bell Atlantic, AT&T, Sprint, PECO-Hyperion, and MCI-Worldcom.

In January 1999, SNiP signed interconnection agreements with Bell Atlantic and filed tariffs with the Public Utility Commissions (PUC) for Pennsylvania, New Jersey and Delaware. PUC tariff ratification and official CLEC status was obtained in June 1999.

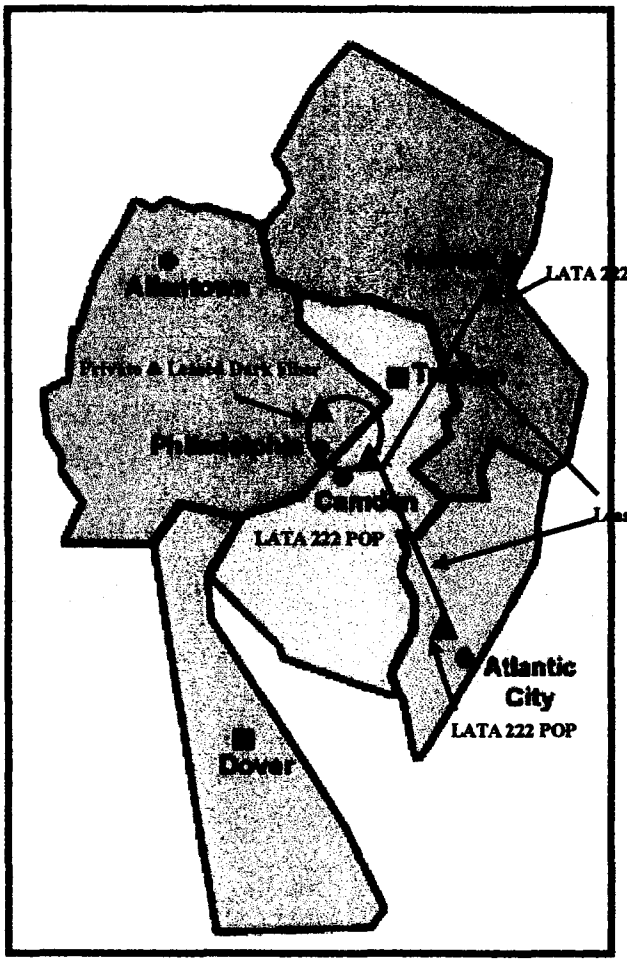
Maryland approved SNiP's CLEC application in December of 2001. This affirms SNiP's ability to grow in the Northeast region. SNiP will target this region for growth of its dial up Internet business and Long Distance service. Once this area is "seeded" SNiP will deploy its local services.

The spring of 2002 SNiP saw the completion of a redundant private dark fiber optic "ring" at the core of its Tri-State network. This private ring passes though main national network locations (e.g. The Sprint northeast Network Access Point (NAP) and 401 North Broad Street). This event moves SNiP to a highest level of competitiveness with all area carriers.

The fall of 2002 brings with it SNiP's completion of its New Jersey expansion with service to the North New Jersey area. This allows the complete SNiP portfolio of products to be delivered to our North New Jersey customers.

An early look at 2003 will show SNiP corporate office expansion of an additional 12,000 square feet. This will double our HQ size and allow for the continued growth of SNiP.

As a CLEC SNiP offers voice and telephone company products such as local, local toll, and long distance services. SNiP has also developed products that take advantage of our ability to converge our data and voice capabilities.



▲ SNiP LiNK POP

▬ SNiP LiNK TRANSPORT

CASE EXAMPLE A

Customer: Small charter school in Middletown, DE.

Service: Converged Local, Long Distance and Internet delivered over T1 connection.

- EIGHT Local POTS lines with SNiP LiNK for Long Distance.
- 256K Internet service with Email and Web hosting.
- Included router.
- Included channel bank w/Drop/Insert CSU/DSU

EEL Use: Under EEL Option 3 SNiP LiNK used an EEL T1 to provide service to customer.

Alternatives Available:

- No third party CAP or wholesale CLEC service available.
- Verizon Access Service available, but not a viable option due to high mileage charges.

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Pennsauken, NJ 08110

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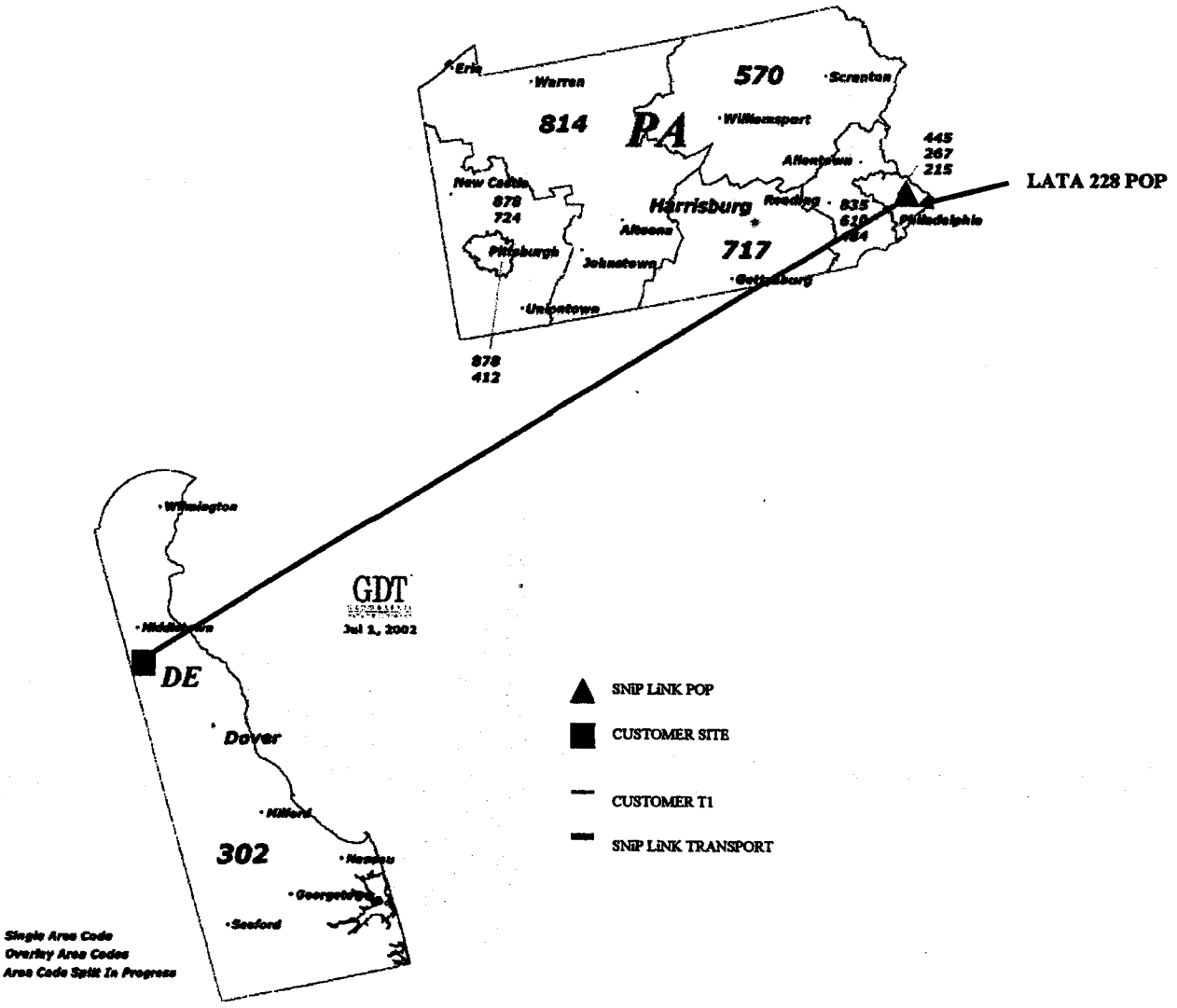
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Pittsburgh
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Uniontown
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Wilmington
GDT
Jul 1, 2002
DE
Dover
Milford
302
Seaford
SNIP LINK POP
CUSTOMER SITE
CUSTOMER T1
SNIP LINK TRANSPORT
Single Area Code
Overlay Area Codes
Area Code Split In Progress

DE Charter School								
Location	**Quantity**	**Mileage**	**Internetwork**	**Switch Cost**	**Access Service Cost**	**Access Service Total Cost**	**EEL Cost**	**EEL Total Cost**
Middletown, DE	1	46	$56.00	$120.00	$1,079.00	$1,255.00	$254.41	$430.41
				TOTAL		$1,255.00		$430.41
				Tax and Surcharge		$86.32		$0.00
				TOTAL w/TAX		$1,341.32		$430.41
				Services Sold		$799.00		$799.00
				Gross Margin		-$542.32		$368.59

Location	**Customer Delivery Location**
Quantity	**Quantity of T1 or EELs required for service**
Mileage	**Mileage associated to service delivery (Access @ $14 and EEL @ $0.60 per mile)**
Internetwork	**Cost of POP to POP transport**
Switch Cost	**Cost of CO switch resources required for service provided.**
Access Service Cost	**Cost of T1 service from Verizon Tariff including mileage (5 Yr. Term)**
Access Total Cost	**Cost of T1 service with Internetwork and Switch Costs**
EEL Cost	**Cost of EEL service from Verizon Tariff including mileage**
EEL Total Cost	**Cost of EEL service with Internetwork and Switch Costs**
Services Sold	**Retail price of voice services provided to case customer**
Gross Margin	**Gross profit excluding overhead cost, GA & COF**

CASE EXAMPLE B

Customer: Medium sized multi-state mortgage lender based in Plymouth Meeting, PA

Service: Two Local, Long Distance voice ISDN-PRI delivered over two T1 connections.

- TWO Local ISDN-PRI lines with SNiP LiNK for Long Distance.
- Caller ID.
- Toll Free with DNIS.
- TWO-WAY Call-By-Call w/Direct Inward Dial.

EEL Use: Under EEL Option 3 SNiP LiNK used an EEL T1 to provide service to customer.

Alternatives Available:

- No third party CAP or wholesale CLEC service available.
- Verizon Access Service available, but not a viable option due to high mileage charges.
- Services priced to match Verizon PRI charges. Price increase not feasible.

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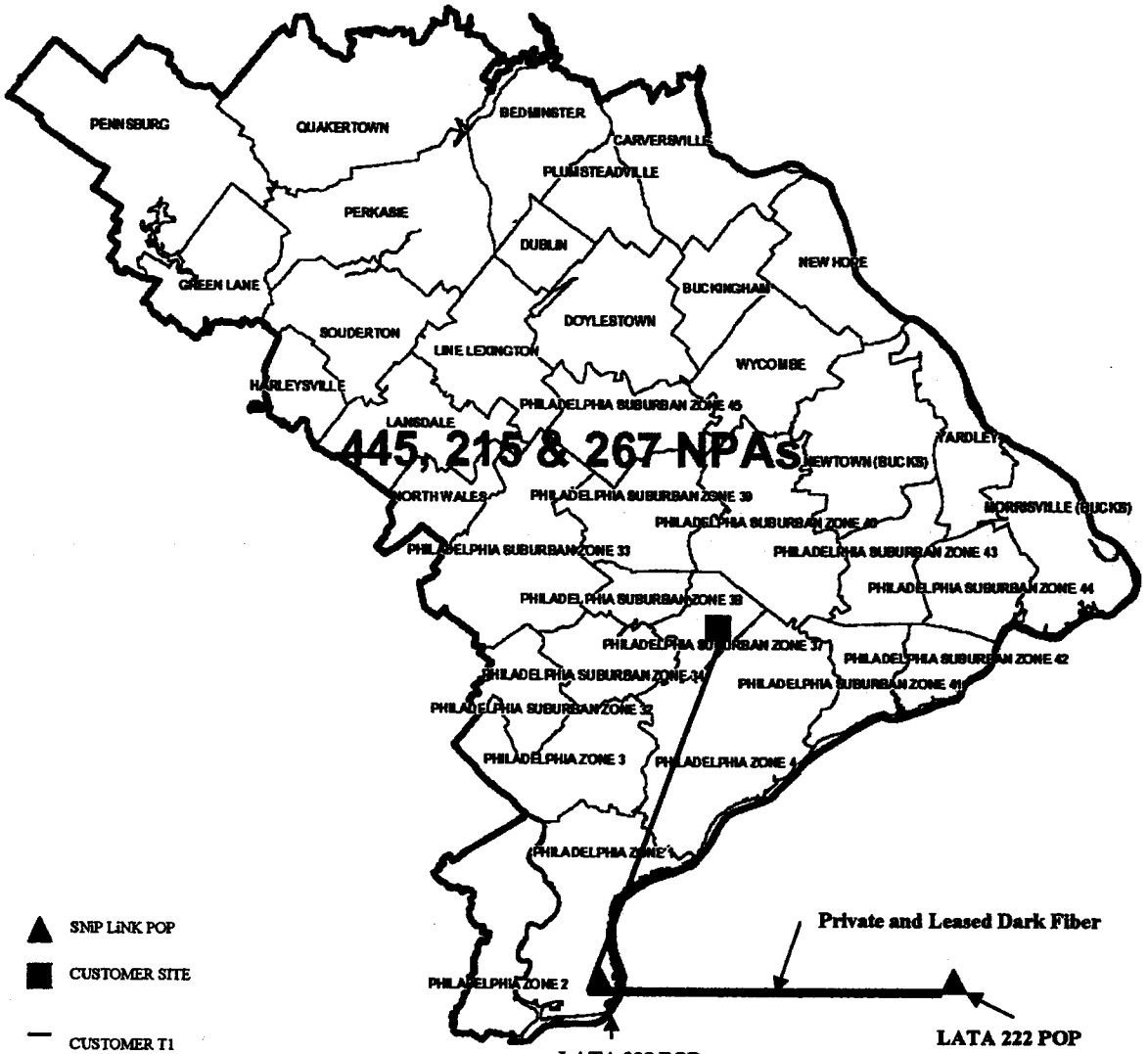
NPAs 445, 267 & 215 Rate Center Map

NEUSTAR

PENNSYLVANIA



Produced by CDS Business Mapping 11/03/99

WNF Main Location								
Location	Quantity	Mileage	Internetwork	Switch Cost	Access Service Cost	Access Service Total Cost	EEL Cost	EEL Total Cost
Plymouth Meeting, PA	2	13	$112.00	$240.00	$1,052.00	$1,404.00	$461.42	$813.42
				TOTAL		$1,404.00		$813.42
				Tax and Surcharge		$84.16		$0.00
				TOTAL w/TAX		$1,488.16		$813.42
				Services Sold		$1,300.00		$1,300.00
				Gross Margin		-$188.16		$486.58

Location	**Customer Delivery Location**
Quantity	**Quantity of T1 or EELs required for service**
Mileage	**Mileage associated to service delivery (Access @ $14 and EEL @ $0.60 per mile)**
Internetwork	**Cost of POP to POP transport**
Switch Cost	**Cost of CO switch resources required for service provided.**
Access Service Cost	**Cost of T1 service from Verizon Tariff including mileage (5 Yr. Term)**
Access Total Cost	**Cost of T1 service with Internetwork and Switch Costs**
EEL Cost	**Cost of EEL service from Verizon Tariff including mileage**
EEL Total Cost	**Cost of EEL service with Internetwork and Switch Costs**
Services Sold	**Retail price of voice services provided to case customer**
Gross Margin	**Gross profit excluding overhead cost, GA & COF**

CASE EXAMPLE C

Customer: Medium sized newspaper based in Pleasantville, NJ, with regional offices in three additional towns.

Service: SIX Local, Long Distance voice ISDN-PRI delivered over SIX T1 connections to four customer sites.

- SIX Local ISDN-PRI lines with SNiP LiNK for Long Distance.
- Caller ID.
- Toll Free with DNIS.
- TWO-WAY Call-By-Call w/Direct Inward Dial.

EEL Use: Under EEL Option 3 SNiP LiNK used six EEL T1s to provide service to customer.

Alternatives Available:

- No third party CAP or wholesale CLEC service available.
- Verizon Access Service available, but not a viable option for additional locations due to high mileage charges.
- Services priced to match Verizon PRI charges. Price increase not feasible.

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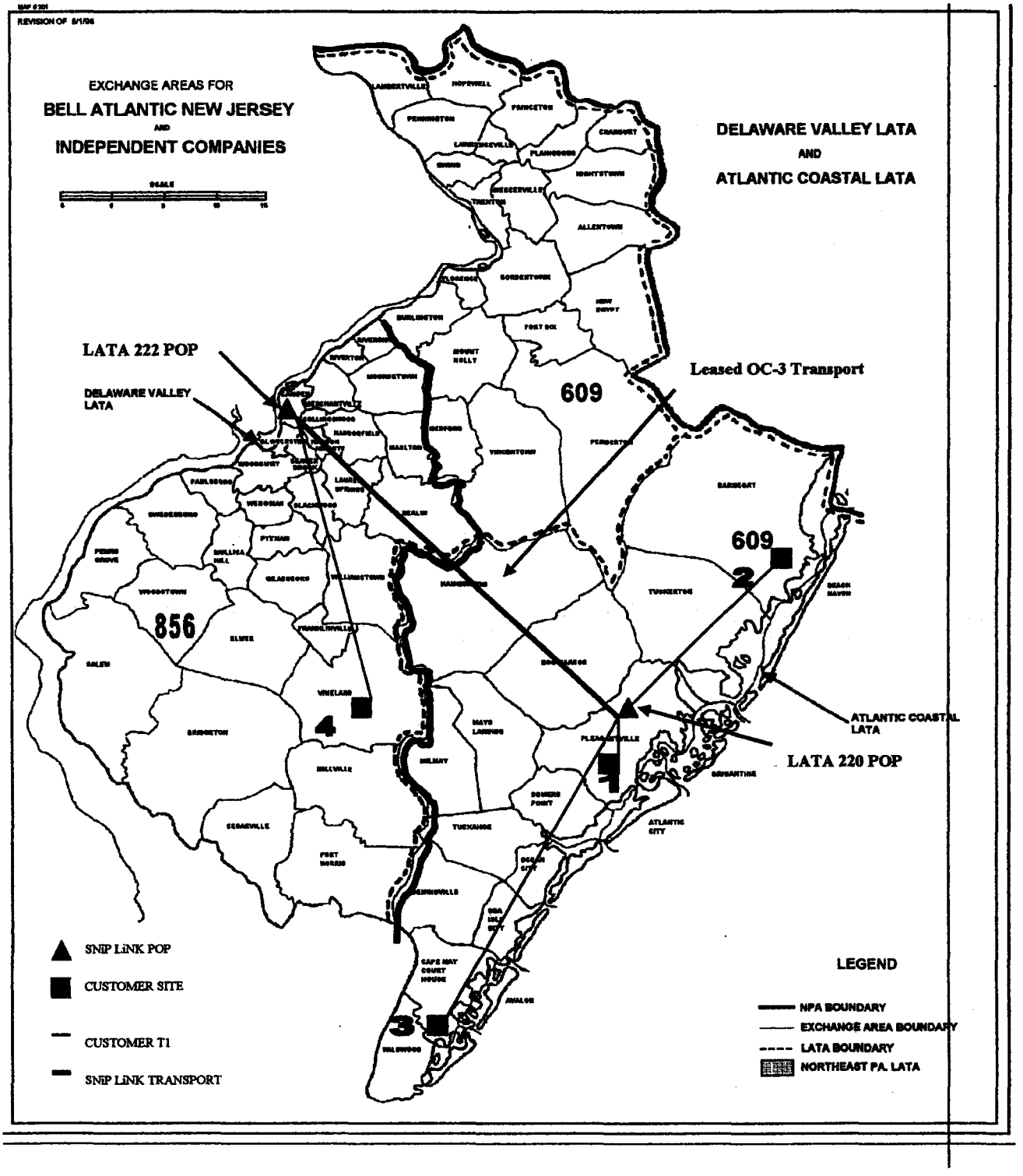

1-Pleasantville Customer Site, 2-Manahawking Customer Site, 3- Cape May Customer Site, 4-Vineland Customer Site

Press of AC								
Location	**Quantity**	**Mileage**	**Internetwork**	**Switch Cost**	**Access Service Cost**	**Access Service Total Cost**	**EEL Cost**	**EEL Total Cost**
Pleasantville, NJ	3	0	$168.00	$360.00	$1,305.00	$1,833.00	$433.68	$961.68
Manahawking, NJ	1	25	$56.00	$120.00	$785.00	$961.00	$156.31	$332.31
Cape May, NJ	1	26	$56.00	$120.00	$799.00	$975.00	$156.78	$332.78
Vineland, NJ	1	27	$56.00	$120.00	$813.00	$989.00	$157.25	$333.25
				TOTAL		$4,758.00		$1,960.02
				Tax and Surcharge		$296.16		$0.00
				TOTAL w/TAX		$5,054.16		$1,960.02
				Services Sold		$3,900.00		$3,900.00
				Gross Margin		**-$1,154.16**		**$1,939.98**

Location	**Customer Delivery Location**
Quantity	**Quantity of T1 or EELs required for service**
Mileage	**Mileage associated to service delivery (Access @ $14 and EEL @ $0.47 per mile)**
Internetwork	**Cost of POP to POP transport**
Switch Cost	**Cost of CO switch resources required for service provided.**
Access Service Cost	**Cost of T1 service from Verizon Tariff including mileage (5 Yr. Term)**
Access Total Cost	**Cost of T1 service with Internetwork and Switch Costs**
EEL Cost	**Cost of EEL service from Verizon Tariff including mileage**
EEL Total Cost	**Cost of EEL service with Internetwork and Switch Costs**
Services Sold	**Retail price of voice services provided to case customer**
Gross Margin	**Gross profit excluding overhead cost, GA & COF**